2ND HALF
1992

BUTTON BROTHERS

YEAR

Winners

PARTNERSHIP IN PERFORMANCE

THE PARTNERSHIP THAT PAYS

51862 0870

Source: https://www.industrydocuments.ucsf.edu/docs/mlpm0000

WINNERS III

BREWSTER

PROMOTION/DISTRIBUTION PERFORMANCE CRITERIA

- Accept all new RJR brand style(s) during the introductory period and have warehouse inventory available for sale to retail stores/consumers for six months from original purchase date.

AND

- Must perform three of the following as designated by your RJR representative:

3Q 1. Gain retail distribution of designated RJR brand(s). (New Brands – within three weeks from introduction.) MONARCH

3 of 4 2. Pick-up and return damaged and/or out-of-date RJR product from retail accounts you service when identified by an RJR representative.

3 of 4 3. Have procedures to deliver RJR requested pre-book orders.

4. Must participate in an RJR annual vending placement payment contract and must accept all pack promotions as requested by your RJR representative.

5. Must report quarterly vending placements via Tru-Check only.

6. Brands in vending machine must be approved by local RJR representative, and all non-paid vending point-of-sale must be RJR.

7. Accept eight package promotions, four each six-month period, as designated by your RJR representative. Promotions must be placed in area where individual packages are available for retail consumer purchase.

8. Accept four carton promotions, two per six-month period, as designated by your RJR representative.

9. Deliver premium items, with or without cigarette product, and/or deliver Buy Some, Get Some Free (BSGSF) to retail stores as designated by your RJR representative.

4Q 10. Provide your sales figures (RJR and competitive) to your retail customers as designated by your RJR representative.

11. Assist RJR to solve problems (out-of-stocks, distribution, merchandising/display, etc.) with retail stores you service as designated by your RJR representative.

51862 0871

Source: https://www.industrydocuments.ucsf.edu/docs/mlpm0000

WINNERS III

EVALUATION

Customer Name: BUTTON BROS.

Account Number: 085940

Customer Class of Trade: PCC

1st Half/2nd Half 1992: 2ND HALF

FINANCIAL – To be determined by RJR Credit Department

PROMOTION/DISTRIBUTION

Qualification

- Did customer satisfy qualification requirements?

Check: Yes ☐ No ☐

- List qualification areas not achieved. _____

Performance

- Agreed Performance (Indicate performance criteria numbers)

1st Quarter:			
2nd Quarter:			
3rd Quarter:	01	02	03
4th Quarter:	10	02	03

- Participant Signature: Jane Bude Title: MANAGER
- Date: _____
- Performance Achieved (Check block if performance achieved)

1st Half ☐ 2nd Half ☐

Payment per 12M case $ _____

R.J. REYNOLDS TOBACCO CO.

Signature: _____ Title: _____

Evaluation Date: _____

PARTICIPANT

Signature: Jane Bude Title: _____

Evaluation Date: 2/23/93

Original – Customer Copy (White) Division Copy – (Yellow) Customer Copy – (Pink)

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Source: https://www.industrydocuments.ucsf.edu/docs/mlpm0000

DESCRIPTION OF THE REQUESTED REPORT:

BREWSTER ACCOUNTS_C.O CALLS

51862 0873

Source: https://www.industrydocuments.ucsf.edu/docs/mlpm0000

SHOSIERP MASTER ACCOUNT LIST 06/03/93

TERR	RTE	ACCT	CC	NAME	ADDRESS	CITY
362401	007	416235	C04	MIKE HAHER'S MOBIL	1910 MT. HOPE AVE	ROCHESTER
362401	022	269253	D22	PADILLA MARKET	541 BROWN ST	ROCHESTER
362401	048	763932	D52	THRIFTWAY MARKET	398 THURSTON RD	ROCHESTER
362401	222	454402	D53	BOB'S STAND	89 WEST MAIN STREET	ROCHESTER
362401	290	222511	C04	AZIDS DELI	4141 W HENRIETTA RD	ROCHESTER
362401	315	268933	C04	FRANK-JO'S DELI	69 SCOTTSVILLE RD.	SCOTTSVILLE
362401	999	019909	D22	LARRY'S MOBIL	4011 W. HENRIETTA R	ROCHESTER
362401	999	475892	D52	ANGELO'S GROCERY	579 THURSTON ROAD	ROCHESTER

ACCTS. IN TERRITORY 362401 - 8

362402	119	293057	C04	MENDON MINI MART	1391 PITTS MENDON R	MENDON
362402	285	506426	C04	PEN-FAIR SERVICE	3110 NINE MILE PT R	FAIRPORT
362402	303	763835	C04	R & N NEWS	7 EAST AVENUE	FAIRPORT
362402	365	238164	C13	ED ROSEN'S MOBIL	1311 FAIRPORT ROAD	FAIRPORT
362402	515	470607	C04	FAYS #532	D/B/A MOSHERS PHARM	WILLIAMSON
362402	999	344995	D52	COUNTRY CLUB SERVICE	371 FAIRPORT ROAD	EAST ROCHESTE
362402	999	416711	D52	LAKE RIDGE GROCERY	871 RIDGE ROAD	ONTARIO
362402	999	917619	D22	BRADY'S MOBIL	2499 BROWNCROFT BLV	ROCHESTER

ACCTS. IN TERRITORY 362402 - 8

362403	010	393260	C04	BYRNE DAIRY #52	2338 LYELL AVE	ROCHESTER
362403	015	326498	C04	LYELL VIDEO CENTER	1366 LYELL AVENUE	ROCHESTER
362403	029	269265	C04	DAVE & FRANKS	147 LYELL AVE	ROCHESTER
362403	023	269147	C04	SARATOGA PHARMACY	192 LYELL AVE	ROCHESTER
362403	045	305047	C04	R J NEWS	2552 RIDGE ROAD WES	ROCHESTER
362403	063	763241	C04	NEWS PARLOR	360 RIDGE RD W	ROCHESTER
362403	073	763591	C04	LAKE AVE MINI MARKET	468 LAKE AVENUE	ROCHESTER
362403	091	266822	C13	CHRISTOFFS GROC	602 DRIVING PK	ROCHESTER
362403	094	333548	C04	CHINAPPI'S DELI & GR	3050 DEWEY AVE	ROCHESTER
362403	099	791783	C04	MOBIL MART	1467 LAKE AVENUE	ROCHESTER
362403	132	440978	C13	BYRNE DAIRY	3055 DEWEY AVE.	ROCHESTER
362403	186	352141	C04	COOPERS DELIC	12 COOPER RD	ROCHESTER
362403	210	351007	C04	BYRNE DAIRY #53	3179 CLIFFORD AVENU	ROCHESTER
362403	212	269160	C04	PASSAROS DELIC	1407 CLIFRD AVE	ROCHESTER
362403	999	086429	D52	CORDARO MARKET	348 JAY STREET	ROCHESTER
362403	999	268817	D52	JIMS MKT	872 JAY ST	ROCHESTER
362403	999	343719	D52	SAM BONACCI MOBIL	451 W. RIDGE ROAD	ROCHESTER
362403	999	432034	D52	BYRNE DAIRY	DEWEY-STONE PLAZA	ROCHESTER
362403	999	481525	D52	J.A.M.'S	167 WHITNEY STREET	ROCHESTER
362403	999	529180	D52	J J MINI MKT.	1852 ST PAUL	ROCHESTER
362403	999	787310	D52	PLAZA SMOKE SHOP	50 CHESTNUT STREET	ROCHESTER

ACCTS. IN TERRITORY 362403 - 21

362404	480	269397	C13	SCHAEFR MKT	7764 RIDGE RD. E.	SODUS
362404	999	506484	D52	PETR-ALL #316	ROUTE 31	MACEDON
362404	999	763629	D52	PETR-ALL #317	RT 96	PHELPS

ACCTS. IN TERRITORY 362404 - 3

362405	288	763880	C13	PARK PLACE AUTO	42 N. MAIN STREET	WATERLOO
362405	202	361919	C13	SOUTHSIDE SHELL	170 OVID ST	SENECA FALL

ATTTS. IN TERRITORY 362405 - 2

51862 0874

Source: https://www.industrydocuments.ucsf.edu/docs/mlpm0000

SMCS1SRF MASTER ACCOUNT LIST 02/03/93

TERR	STE	ACCT	CC	NAME	ADDRESS	CITY
362411	220	268787	C13	PERTS PHARMACY	640 PTS-VCTR RD	PITTSFORD
362411	232	269246	C04	RUBINOS GROCERY	1304 E RIDGE RD	ROCHESTER
362411	235	763245	C13	HOME GROCERY	199 PARK AVE	ROCHESTER
362411	277	312118	C04	GUARINOS SUPER SERV	700 RIDGE RD EAST	ROCHESTER
362411	999	268633	DE2	PICKLES PHARMACY	377 SOUTH AVE	ROCHESTER
362411	999	269195	D52	D & C GROCERY	838 PARSELLS AVE.	ROCHESTER
362411	999	358978	DE2	EKSM CORNER DELI	383 E. MAIN ST	ROCHESTER
362411	999	454396	DE2	SUNOCO	995 EAST MAIN STREE	ROCHESTER
362411	999	457082	D52	TIME SQUARE NEWS	45 EXCHANGE STREET	ROCHESTER
362411	999	521041	D52	TITO'S	188 BAY ST.	ROCHESTER
362411	999	763405	DE2	VILLAGE GREEN BOOKS	766 MONROE AVE	ROCHESTER
362411	999	764331	DE2	RELIN PHARMACY	2340 MONROE AVE	ROCHESTER

ACCTS. IN TERRITORY 362411 - 12

362412	295	268758	D52	FALCOS DELI	4542 W RIDGE RD	ROCHESTER
362412	220	396052	C06	MARSHALLS NEWS	11 JACKSON ST	BATAVIA
362412	999	059950	C04	L&D CORNER STORE	3829 W. RIDGE ROAD	ROCHESTER
362412	999	268770	DE2	HUEY'S DELI #3	30 CHURCH COMMS	CHURCHVILLE
362412	999	382136	C04	M&M MINI STORE	3518 BKPT SPNCRPT R	SPENCERPORT
362412	999	453710	DE2	SPENC TOWN CLUB CENT	162 SOUTH UNION ST	SPENCERPORT

ACCTS. IN TERRITORY 362412 - 6

51862 0875

Source: https://www.industrydocuments.ucsf.edu/docs/mlpm0000